

PERFORMANCE REQUIREMENTS STUDY

PHASE II



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PERFORMANCE REQUIREMENTS STUDY – PHASE II

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PERFORMANCE REQUIREMENTS STUDY

PHASE II – CONTRACT STUDY

OVERVIEW

The Department of Defense (DoD) has mounted a strong offensive in recent years to change the acquisition process in very fundamental ways. A major facet of the initiative has been to change the way requirements are expressed. The “how-to” design detail requirements that were standard in the past have been rejected in favor of requirements expressed in performance terms. The mission to change this very fundamental aspect of the acquisition process was begun in June 1994 and followed by a series of briefings, informative handbooks, and training courses designed first, to convince the acquisition community that the reforms were feasible and sensible, and second, to assist the community by providing guidance in how to implement these reforms.

In order to determine whether or not these efforts are succeeding, DoD must determine whether or not the wording of actual solicitations and the resultant contracts is being expressed in terms that promote these goals. To begin the process, Litton/PRC was asked to find the answers to the following questions:

- Are performance requirements being written?
- Are performance requirements finding their way into contracts?
- Is the use of performance requirements having the desired results in the acquisition process?

Phase I of this study examined twenty-five Department of Defense solicitations selected at random to address these questions. That study concluded that, in the limited sample of solicitations and related documents examined, acquisition reform initiatives are changing the way the DoD acquisition community conducts its business. Performance-based requirements are pervasive in solicitations.

Based on the positive results of the initial study, (see *Performance Requirements Study*, June 1999) Litton/PRC was asked to continue the study by examining the contracts that resulted from the solicitations. This report provides the results of that effort.

METHODOLOGY

The methodology we used was simple. We examined the contracts to see if the references to specifications and standards had been changed from the references in the solicitation. We then looked for any new requirements that might have been added.

Each contract was counted as either a product or service contract, although in some cases there was overlap. Contracts that required that services be delivered along with the hardware (e.g., installation or logistics support services) were counted as requirements for a product. Contracts that were essentially for services but also required some hardware (e.g., a pager contract that required the contractor to provide pagers along with pager services) were counted as requirements for services.

COMMERCIAL ITEMS

In Phase I we also examined if the solicitations addressed the issue of commercial or nondevelopmental items. As part of our research we noted whether a preference for commercial items was expressed. We found that a preference for commercial items was expressed in 17 of the 25 solicitations.

In Phase II we looked at the relative success rate of commercial or nondevelopmental acquisitions as compared to the other acquisitions. Success in this case is defined as a contract award. The success rate was essentially the same for both types of acquisitions. Of the 17 solicitations that expressed a preference for commercial items, 12 resulted in a contract (70.6%). Of the 8 solicitations not expressing a preference for commercial items, 6 resulted in a contract (75.0%). The difference is not statistically significant.

RESULTS

Of the 25 solicitations we used for Phase I of this study, 18 contracts were awarded. We collected 16 contracts for the Phase II analysis. Figure 1 summarizes the collection results. In one case the contracting office would not release the contract, but the contract specialist provided verbal assurance that the contract contains the same language as the RFP. We have taken her at her word and recorded the data as if we physically had the contract. The results of another solicitation, three cooperative agreements, could not be released because they contained proprietary information.

For a detailed description of the collection results see Appendix C.

Contracts Received	16
Verbal Assurance	1
Proprietary Data – can not be released	1
Solicitation Canceled	4
No Contract Awarded	3

Figure 1. Summary of Contract Collection Results

Figure 2 is a tabulated summary of the data collected from the contracts. In the categories of “government non-military standards” and “non-government standards” we did not count general references such as those that required that the contractor comply with federal and state environmental (or hazardous waste, or safety, etc.) provisions as referring to a requirement. In these cases we had no way of determining how many requirements documents were actually involved.

Performance Specifications Study – Phase II Data Compilation Sheet

1. Total contracts: 17
2. Organization: Army 1, Navy 8, Marine Corps 1, Air Force, 5, Other DoD 2
3. Contract for: a product 13, a service 4
4. Number of times military specifications identified: 13; Number mandated: 13; Number for guidance only: _____.
5. Number of times performance specifications identified: 13; Number mandated: 13; Number for guidance only: _____.
6. Number of times military standards identified: 5; Number mandated: 5; Number for guidance only: _____.
7. Number of times government, non-military standards identified: 4; Number mandated: 4; Number for guidance only: _____.
8. Number of times non-government standards identified: 8; Number mandated: 8; Number for guidance only: _____.
9. Number of product contracts that procured commercial items. 10

Figure 2 – Summary of Data

The ratio of solicitations to award was fairly consistent across the services. The Navy, which had the highest number of solicitations (10) in the Phase I sample, awarded 8 contracts or 47% of the total contract awards in the Phase II study. The Air Force, with the second highest number of solicitations (9), awarded five contracts or 29% of the total contract awards. The Army and the Marine Corps, with two solicitations each, both awarded one contract, or 6% each of the total. Other DoD organizations, represented in the original sample with two solicitations, awarded contracts on both of them for 12% of the total. Of the 17 contracts, 4 were for services and 13 for products. Figure 3 presents the distribution.

The distribution of the documents by service was as follows (the distribution of Phase I solicitations is in parenthesis): Army – 6 percent (8 percent); Navy – 47 percent (40 percent); Marine Corps – 6 percent (8 percent); Air Force – 29 percent (36 percent); and other DoD – 12 percent (8 percent).

	Phase I		Phase II	
	No.	%	No.	%
Army	2	8%	1	6%
Navy	10	40%	8	47%
Air Force	9	36%	5	29%
Marine Corps	2	8%	1	6%
Other DoD	2	8%	2	12%

Figure 3 – Distribution of Solicitations/Contracts by Service

Only one contract used military specifications, and that contract called out only performance specifications. Some contracts referenced military standards, government non-military standards and non-government standards, but their numbers were not overly great. (They were 12 percent, 6 percent, and 18 percent of the total documents respectively.)

Figure 4 provides a breakout of the number of the contracts that referenced specifications and standards. It also provides the Phase I numbers. The Phase I numbers are taken from the total number of solicitations (25) examined. Only three contracts referenced any requirements documents.

Comparing references to specifications and standards in these contracts with their associated solicitations results in almost no change. One contract, the Upright Temperature/Altitude Chamber contract, dropped a reference to a non-government standard – NEMA 3R. A detailed list of the referenced specifications and standards is in Appendix B.

Number of Solicitations/Contracts Referring to Specifications and Standards				
	Phase I		Phase II	
	No.	%	No.	%
Military Specifications	3	12%	1	6%
Performance Specifications	2	8%	1	6%
Military Standards	6	24%	2	12%
Government Non-military Standards	4	16%	1	6%
Non-government Standards	9	36%	3	18%

Figure 4 – Breakout of Contracts

As was discussed in the Phase I report, the determination that a document was written in performance terms is, of course, a subjective judgment, but we attempted to be fairly harsh in that judgment. That is, if we erred it was probably in incorrectly excluding a document from the performance category. On the other hand the determination that 10 contracts sought commercial or nondevelopmental items may be artificially low because three of the four contracts for services did not procure items. One of the services contracts, Pagers, also procured commercial pagers.

CONCLUSIONS

It appears the acquisition reform goal of eliminating unnecessary “how-to” in the acquisition process is being met. Based on the documents we evaluated, performance-based language is appearing in solicitations and in the resultant contracts. Inappropriate use of military specifications and standards has virtually disappeared.

The conclusions we stated in the Phase I report have been reinforced by the Phase II effort. More generally, it appears that acquisition reform initiatives are taking hold in the DoD acquisition community – particularly in the areas of writing performance requirements and avoiding the use of military specifications.

APPENDIX A – LIST OF CONTRACTS

Here are the titles of the seventeen contracts that were examined in depth to determine to what extent performance requirements were being used in the acquisition process:

Bird Control Device

Diver and UUV System and Technologies for VSW/SZ MCM Missions

Echo Canceller Equipment

Electronic Warfare Requirement and Assessments Program, Part 1 of 2

High Reliability Deformable Mirror

Horizontal Baler

Integrated Target Planning Set

Intel Pentium Process Based Computer

Intermediate New Generation Army Targetry

Missile Components

Next Generation Small Loader Program

Pager Services

Provide, Install, and Test Northern TELECOM Intelligent Peripheral Equipment

Purchase of Remote Sensor Management Application

Self Contained Environmental Chamber

Upright Temperature/Altitude Chamber

Water Resistojet Feed System (Modification)

APPENDIX B – LISTS OF REFERENCED SPECIFICATIONS AND STANDARDS

A. List by Contract

13. Target Planning Set

“At a minimum the framework will be compatible with Windows (Windows 95 and NT) operating systems and UNIX operating systems”

17. Small Loader

FED-STD-595	Colors
MIL-STD 461D	Requirements for the Control of Electromagnetic Emissions and Susceptibility
MIL-STD-462D	Measurement of Electromagnetic Interference Characteristics
MIL-STD 1840	Automated Exchange of Technical Information, 26 June 1997
MIL-STD-38784	Standard Practice for Manuals, Technical: General Style and Format Requirements, 2 July 1995
MIL-HDBK 1791	Designing for Internal Aerial Delivery in Fixed Wing Aircraft
MIL-HDBK-1221	Evaluation of Commercial off-the-shelf (COTS) Manuals, 28 Aug 95 “The government will use...as a guide for review and acceptance of all recommended commercial manuals.”
AFMAN 24-307	Procedures for Vehicle Maintenance Management
FMVSS 105; Title 49, Part 571, 105	Federal Motor Vehicle Safety Standards (FMVSS) Hydraulic Brakes
FMVSS 121; Title 49, Part 571, 121	Federal Motor Vehicle Safety Standards (FMVSS) Air Brakes
NFPA 407	Standard for Aircraft Fuel Servicing
SAE ARP 1247C	General Requirements for Aerospace Ground Support Equipment Motorized and Non-Motorized (or equivalent)
SAE ARP 1328	Aircraft Ground Support Equipment Vehicle Stability Analysis
SAE J336a	Sound Level for Truck Cab Interior
SAE J366b	Exterior Sound Level for Heavy Trucks and Buses
SAE Z26.1	Safety Glazing Materials for Glazing Motor Vehicles for Operating on Land Highways
MIL-PRF-5096	Manuals, Technical: Inspection and Maintenance Requirements; Acceptance and Functional Check Flight Procedures and Checklists; Inspection Work Cards; and Checklists, Preparation of, 1 Mar 96

MIL-PRF-38769	Preparation of Work Unit Codes 1 Jul 96
MIL-PRF-38793	Technical Manuals: Calibration Procedures-Preparation, 6 Feb 97
MIL-PRF-38804	Time Compliance Technical Orders-Preparation, 20 Jun 97
MIL-PRF-38807	Technical Manuals-Illustrated Parts Breakdown, 29 Nov 97
MIL-PRF-87929	Operations and Maintenance Instructions in Work Package Format, 1 Mar 96
MIL-PRF-87268	Manuals, Interactive Electronic Technical- General Content, Style, Format and User Interaction Requirements, 1 Oct 95
MIL-PRF-87269	Database Revisable: Interactive Electronic Technical Manuals, For the Support of, 1 Oct 95
MIL-PRF-83495	Technical Manuals-On-Equipment Maintenance Manual Set, 16 Mar 98
MIL-PRF-28000A	Digital Representation for Communication of Product Data: IGES Application Protocols, 10 Feb 92
MIL-PRF-28001C	Markup Requirements and Generic Style Specifications for Exchange of Test and Its Presentation, 2 May 97
MIL-PRF-28003A	Digital Representation for Communication of Illustration Data CGM Application Profile, 15 Nov 91
MIL-PRF-28002	Raster Graphics Representation in Binary Format, Requirements for, 30 Sep 97

23. Upright Temperature/Altitude Chamber

MIL-STD-810E Environmental Engineering Considerations and Laboratory Tests
 “shall ...conform to NFPA 70”
 “wiring...meet NEMA 3R standards”
 “evaporator shall meet A.S.H.R.A.E. Standards for low temperature application”

B. List by Document

AFMAN 24-307	Procedures for Vehicle Maintenance Management
FED-STD-595	Colors
FMVSS 105; Title 49, Part 571, 105	Federal Motor Vehicle Safety Standards (FMVSS) Hydraulic Brakes
FMVSS 121; Title 49, Part 571, 121	Federal Motor Vehicle Safety Standards (FMVSS) Air Brakes
MIL-HDBK-1221	Evaluation of Commercial off-the-shelf (COTS) Manuals, 28 Aug 95 “The government will use...as a guide for review and acceptance of all recommended commercial manuals.”

MIL-HDBK-1791	Designing for Internal Aerial Delivery in Fixed Wing Aircraft
MIL-PRF-28000A	Digital Representation for Communication of Product Data: IGES Application Protocols, 10 Feb 92
MIL-PRF-28001C	Markup Requirements and Generic Style Specifications for Exchange of Test and Its Presentation, 2 May 97
MIL-PRF-28002	Raster Graphics Representation in Binary Format, Requirements for, 30 Sep 97
MIL-PRF-28003A	Digital Representation for Communication of Illustration Data CGM Application Profile, 15 Nov 91
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MIL-PRF-38793	Technical Manuals: Calibration Procedures-Preparation, 6 Feb 97
MIL-PRF-38804	Time Compliance Technical Orders-Preparation, 20 Jun 97
MIL-PRF-38807	Technical Manuals-Illustrated Parts Breakdown, 29 Nov 97
MIL-PRF-5096	Manuals, Technical: Inspection and Maintenance Requirements; Acceptance and Functional Check Flight Procedures and Checklists; Inspection Work Cards; and Checklists, Preparation of, 1 Mar 96
MIL-PRF-83495	Technical Manuals-On-Equipment Maintenance Manual Set, 16 Mar 98
MIL-PRF-87268	Manuals, Interactive Electronic Technical- General Content, Style, Format and User Interaction Requirements, 1 Oct 95
MIL-PRF-87269	Database Revisable: Interactive Electronic Technical Manuals, For the Support of, 1 Oct 95
MIL-PRF-87929	Operations and Maintenance Instructions in Work Package Format, 1 Mar 96
MIL-STD-1840	Automated Exchange of Technical Information, 26 June 1997
MIL-STD-38784	Standard Practice for Manuals, Technical: General Style and Format Requirements, 2 July 1995
MIL-STD-461D	Requirements for the Control of Electromagnetic Emissions and Susceptibility
MIL-STD-462D	Measurement of Electromagnetic Interference Characteristics
MIL-STD-810E	Environmental Engineering Considerations and Laboratory Tests
NFPA 407	Standard for Aircraft Fuel Servicing
SAE ARP 1247C	General Requirements for Aerospace Ground Support Equipment Motorized and Non-Motorized (or equivalent)
SAE ARP 1328	Aircraft Ground Support Equipment Vehicle Stability Analysis
SAE J336a	Sound Level for Truck Cab Interior
SAE J366b	Exterior Sound Level for Heavy Trucks and Buses
SAE Z26.1	Safety Glazing Materials for Glazing Motor Vehicles for Operating on Land Highways

“At a minimum the framework will be compatible with Windows (Windows 95 and NT) operating systems and UNIX operating systems”

“evaporator shall meet A.S.H.R.A.E. Standards for low temperature application”

“shall ...conform to NFPA 70”

APPENDIX C – CONTRACT COLLECTION RESULTS

SOLICITATION TITLE	CONTRACT AWARDED	CONTRACT COPY RECEIVED	COMMENTS
1. Airborne Triple-Deck Video Recorder	No		RFP cancelled. Equipment purchased from other U.S. Government agency.
2. Bird Control Device	Yes	Yes	Contract was later “terminated for convenience.”
3. Diver and UUV System and Technologies for VSW/SZ MCM Missions	Yes	Yes (1 Grant out of over 30) awards)	Over 30 awards were made, covering many research areas.
4. Echo Canceller Equipment	Yes	Yes	
5. Electronic Warfare Requirements and Assessments Program	Yes	Yes	
6. Extra Large Deployable Aircraft Hangar System	No		No contract awarded.
7. Final Solicitation for Aircraft and Pilot Training	No		RFP was cancelled.
8. High Reliability Deformable Mirror	Yes	Yes	
9. Horizontal Baler	Yes	Yes	
10. HTS-OAS and HTS-FAFB T-1 Circuits	No		No contract awarded.
11. Hypersonic Weapons Technology	Yes	No	BAA solicitation resulted in award of 3 Cooperative Agreements. All contain company-proprietary information which can’t be released to private industry.
12. Integrated Target Planning Tool Set	Yes	Yes	
13. Intel Pentium Process Based Computer	Yes	Yes	

14. Intermediate New Generation Army Targetry System	Yes	Yes	
15. Missile Components	Yes	No	Contract not provided. Contract Specialist states that the contract contains the same language as the RFP, minus references to CLIN 1, which was dropped.
16. Pump Motor	No		RFP cancelled. Equipment purchased from other U.S. Government agency.
17. Next Generation Small Loader Program	Yes	Yes	Two identical contracts awarded for small prototype – only one contract requested.
18. Pager Services	Yes	Yes	
19. Provide, Install and Test Northern TELECOM Intelligent Peripheral Equipment	Yes	Yes	
20. Purchase of Remote Sensor Management System Application	Yes	Yes	
21. Reliability Testing	No		RFP was cancelled. Procurement Work Directive was dropped.
22. Self Contained Environmental Chamber	Yes	Yes	
23. Upright Temperature/Altitude Chamber	Yes	Yes	
24. Water Resistojet Feed System (Modification)	Yes	Yes	
25. 2.75 Inch Extruded Composite Propellant Grain Inhibiting Technology	No		No contract awarded from this BAA.

APPENDIX D – DATA COLLECTION SHEETS

The specific information gleaned from each of the seventeen contracts examined in depth is provided on the following pages.

Performance Specifications Study – Phase II**Data Collection Sheet**

Contract title: **Bird Control Device**

Contract number: **F34650-98-C-0051**

Contract (document) type: **FFP; 100% Small Business Set Aside; SF1449, Order for Commercial Items**

Date:

Organization: **Air Force (Tinker Air Force Base, OC-ALC)**

Contract for: ____ a product, **X** a service?

Number of military specifications identified: ____; Number mandated: ____; Number for guidance only: ____.

Number of performance specifications referenced: ____; Number mandated: ____; Number for guidance only: ____.

Number of military standards identified: ____; Number mandated: ____; Number for guidance only: ____.

Number of government, non-military standards identified: ____; Number mandated: ____; Number for guidance only: ____.

Number of non-government standards identified: ____; Number mandated: ____; Number for guidance only: ____.

Was the product or service description written in performance terms? **yes**

Was a commercial item procured? **N/A**

Performance Specifications Study -- Phase II**Data Collection Sheet**

Contract title: **Diver and UUV System and Technologies for VSW/SZ MCM Missions**

Contract number: **N00014-99-1-0173**

Contract (document) type: **Research Grant**

Date: **10 November 1998**

Organization: **Navy (Office of Naval Research)**

Contract for: X a product, a service?

Number of military specifications identified: ; Number mandated: ; Number for guidance only: .

Number of performance specifications referenced: ; Number mandated: ; Number for guidance only: .

Number of military standards identified: ; Number mandated: ; Number for guidance only: .

Number of government, non-military standards identified: ; Number mandated: ; Number for guidance only: .

Number of non-government standards identified: ; Number mandated: ; Number for guidance only: .

Was the product or service description written in performance terms? yes

Was a commercial item procured? N/A

Performance Specifications Study -- Phase II**Data Collection Sheet**

Contract title: **Echo Cancellor Equipment**

Contract number: **DCA100-98-C-0056**

Contract (document) type: **FFP, SF 1449**

Date: **30 September 1998**

Organization: **Other DoD (Defense Information Systems Agency)**

Contract for: X a product, a service? (+ **training and maintenance**)

Number of military specifications identified: ; Number mandated: ; Number for guidance only: .

Number of performance specifications referenced: ; Number mandated: ; Number for guidance only: .

Number of military standards identified: ; Number mandated: ; Number for guidance only: .

Number of government, non-military standards identified: ; Number mandated: ; Number for guidance only: .

Number of non-government standards identified: ; Number mandated: ; Number for guidance only: .

Was the product or service description written in performance terms? yes

Was a commercial item procured? yes

Performance Specifications Study -- Phase II**Data Collection Sheet**

Contract title: **Electronic Warfare Requirement and Assessments Program**

Contract number: **F33615-98-D1363**

Contract (document) type: **CPFF**

Date: **5 December 1998**

Organization: **Air Force Research Laboratory**

Contract for: ____ a product, X a service?

Number of military specifications identified: ____; Number mandated: ____; Number for guidance only: ____.

Number of performance specifications referenced: ____; Number mandated: ____; Number for guidance only: ____.

Number of military standards identified: ____; Number mandated: ____; Number for guidance only: ____.

Number of government, non-military standards identified: ____; Number mandated: ____; Number for guidance only: ____.

Number of non-government standards identified: ____; Number mandated: ____; Number for guidance only: ____.

Was the product or service description written in performance terms? yes

Was a commercial item procured? N/A

Performance Specifications Study -- Phase II**Data Collection Sheet**

Contract title: **High Reliability Deformable Mirror**

Contract number: **F29601-98-C-0206**

Contract (document) type: **CPFF**

Date: **19 August 1998**

Organization: **Air Force Research Laboratory**

Contract for: X a product, a service?

Number of military specifications identified: ; Number mandated: ; Number for guidance only: .

Number of performance specifications referenced: ; Number mandated: ; Number for guidance only: .

Number of military standards identified: ; Number mandated: ; Number for guidance only: .

Number of government, non-military standards identified: ; Number mandated: ; Number for guidance only: .

Number of non-government standards identified: ; Number mandated: ; Number for guidance only: .

Was the product or service description written in performance terms? yes

Was a commercial item procured? no

Performance Specifications Study -- Phase II**Data Collection Sheet**

Contract title: **Horizontal Baler**

Contract number: **N00244-98-M-P 182**

Contract (document) type: **100% small business set aside**

Date: **24 July 1998**

Organization: **Navy (Fleet Industrial Supply Center, San Diego)**

Contract for: X a product, a service? (+ **installation and training**)

Number of military specifications identified: ; Number mandated: ; Number for guidance only: .

Number of performance specifications referenced: ; Number mandated: ; Number for guidance only: .

Number of military standards identified: ; Number mandated: ; Number for guidance only: .

Number of government, non-military standards identified: ; Number mandated: ; Number for guidance only: .

Number of non-government standards identified: ; Number mandated: ; Number for guidance only: .

Was the product or service description written in performance terms? yes

Was a commercial item procured? yes

Performance Specifications Study -- Phase II**Data Collection Sheet**

Contract title: **Integrated Target Planning Tool Set**

Contract number: **DSWA01-98-C-0163**

Contract (document) type: **SF26, CPFF**

Date: **28 August 1998**

Organization: **Other DoD (Defense Special Weapons Agency)**

Contract for: X a product, a service?

Number of military specifications identified: ; Number mandated: ; Number for guidance only: .

Number of performance specifications referenced: ; Number mandated: ; Number for guidance only: .

Number of military standards identified: ; Number mandated: ; Number for guidance only: .

Number of government, non-military standards identified: ; Number mandated: ; Number for guidance only: .

Number of non-government standards identified: 2 ; Number mandated: 2 ; Number for guidance only: .

Was the product or service description written in performance terms? yes

Was a commercial item procured? N/A

Performance Specifications Study -- Phase II**Data Collection Sheet**

Contract title: **Intel Pentium Process Based PC**

Contract number: **N00178-98-C-3056**

Contract (document) type: **FFP, purchase of specific items**

Date: **30 September 1998**

Organization: **Navy (Naval Surface Warfare Center, Dahlgren)**

Contract for: X a product, a service?

Number of military specifications identified: ; Number mandated: ; Number for guidance only: .

Number of performance specifications referenced: ; Number mandated: ; Number for guidance only: .

Number of military standards identified: ; Number mandated: ; Number for guidance only: .

Number of government, non-military standards identified: ; Number mandated: ; Number for guidance only: .

Number of non-government standards identified: ; Number mandated: ; Number for guidance only: .

Was the product or service description written in performance terms? yes

Was a commercial item procured? yes

Performance Specifications Study -- Phase II**Data Collection Sheet**

Contract title: **Intermediate New Generation Army Targetry (INGATS) System**

Contract number: **DAAE20-99-D-0041**

Contract (document) type: **unrestricted, FFP, IDIQ**

Date: **1 July 1999**

Organization: **Army (TACOM-Rock Island, US Armament and Chemical Acquisition and Logistics Activity (ACALA))**

Contract for: X a product, a service?

Number of military specifications identified: ; Number mandated: ; Number for guidance only: .

Number of performance specifications referenced: ; Number mandated: ; Number for guidance only: .

Number of military standards identified: ; Number mandated: ; Number for guidance only: .

Number of government, non-military standards identified: ; Number mandated: ; Number for guidance only: .

Number of non-government standards identified: ; Number mandated: ; Number for guidance only: .

Was the product or service description written in performance terms? yes

Was a commercial item procured? yes

Performance Specifications Study -- Phase II**Data Collection Sheet**

Contract title: **Missile Components**

Contract number: **N00178-98-C-1065**

Contract (document) type:

Date:

Organization: **Navy**

Contract for: X a product, a service?

Number of military specifications identified: ; Number mandated: ; Number for guidance only: .

Number of performance specifications referenced: ; Number mandated: ; Number for guidance only: .

Number of military standards identified: ; Number mandated: ; Number for guidance only: .

Number of government, non-military standards identified: ; Number mandated: ; Number for guidance only: .

Number of non-government standards identified: ; Number mandated: ; Number for guidance only: .

Was the product or service description written in performance terms? no

Was a commercial item procured? no

Performance Specifications Study -- Phase II**Data Collection Sheet**

Contract title: **Next Generation Small Loader Program**

Contract number: **F33657-99-C-2007**

Contract (document) type: **negotiated, RFP**

Date: **28 October 1998**

Organization: **Air Force**

Contract for: X a product, a service?

Number of military specifications identified: 13 ; Number mandated: 13 ; Number for guidance only: .

Number of performance specifications referenced: 13 ; Number mandated: 13 ; Number for guidance only: .

Number of military standards identified: 4 ; Number mandated: 4 ; Number for guidance only: .

Number of government, non-military standards identified: 3 ; Number mandated: 3 ; Number for guidance only: .

Number of non-government standards identified: 6 ; Number mandated: 6 ; Number for guidance only: .

Was the product or service description written in performance terms? no

Was a commercial item procured? no

Performance Specifications Study -- Phase II**Data Collection Sheet**

Contract title: **Pager Services**

Contract number: **N00178-99-D-1015**

Contract (document) type: **FFP, IDIQ unrestricted**

Date: **12 March 1999**

Organization: **Navy (Naval Surface Warfare Center, Dahlgren Division)**

Contract for: ____ a product, **X** a service?
("an efficient and economical means for pager equipment and services...")

Number of military specifications identified: ____; Number mandated: ____; Number for guidance only: ____.

Number of performance specifications referenced: ____; Number mandated: ____; Number for guidance only: ____.

Number of military standards identified: ____; Number mandated: ____; Number for guidance only: ____.

Number of government, non-military standards identified: ____; Number mandated: ____; Number for guidance only: ____.

Number of non-government standards identified: ____; Number mandated: ____; Number for guidance only: ____.

Was the product or service description written in performance terms? **yes**

Was a commercial item procured? **yes**

Performance Specifications Study -- Phase II**Data Collection Sheet**

Contract title: **Provide, Install, and Test Northern Telcom Intelligent Peripheral Equipment**

Contract number: **N61339-98-M-0672**

Contract (document) type: **Delivery order**

Date: **9 September 1998**

Organization: **Navy (NAVAIR)**

Contract for: X a product, a service? (+ **install and test**)
(provide product and install and test)

Number of military specifications identified: ; Number mandated: ; Number for guidance only: .

Number of performance specifications referenced: ; Number mandated: ; Number for guidance only: .

Number of military standards identified: ; Number mandated: ; Number for guidance only: .

Number of government, non-military standards identified: ; Number mandated: ; Number for guidance only: .

Number of non-government standards identified: ; Number mandated: ; Number for guidance only: .

Was the product or service description written in performance terms? yes

Was a commercial item procured? yes

Performance Specifications Study -- Phase II**Data Collection Sheet**

Contract title: **Remote Sensor Management System Application**

Contract number: **M68909-98-C-1048**

Contract (document) type: **FFP, negotiated, set aside**

Date: **30 June 1998**

Organization: **United States Marine Corps (Camp Pendleton, MCTSSA)**

Contract for: X a product, a service?

Number of military specifications identified: ; Number mandated: ; Number for guidance only: .

Number of performance specifications referenced: ; Number mandated: ; Number for guidance only: .

Number of military standards identified: ; Number mandated: ; Number for guidance only: .

Number of government, non-military standards identified: ; Number mandated: ; Number for guidance only: .

Number of non-government standards identified: ; Number mandated: ; Number for guidance only: .

Was the product or service description written in performance terms? yes

Was a commercial item procured? yes

Performance Specifications Study -- Phase II**Data Collection Sheet**

Contract title: **Self Contained Environmental Chamber**

Contract number: **N00244-98-M-1444**

Contract (document) type: **1449, set aside**

Date: **16 July 1998**

Organization: **Navy (Naval Air Station, North Island)**

Contract for: X a product, a service?

Number of military specifications identified: ; Number mandated: ; Number for guidance only: .

Number of performance specifications referenced: ; Number mandated: ; Number for guidance only: .

Number of military standards identified: ; Number mandated: ; Number for guidance only: .

Number of government, non-military standards identified: ; Number mandated: ; Number for guidance only: .

Number of non-government standards identified: ; Number mandated: ; Number for guidance only: .

Was the product or service description written in performance terms? yes

Was a commercial item procured? yes

Performance Specifications Study -- Phase II**Data Collection Sheet**

Contract title: **Upright Temperature/Altitude Chamber**

Contract number: **N00174-98-C-0045**

Contract (document) type: **FFP**

Date: **3 September 1998**

Organization: **Navy**

Contract for: X a product, a service?

Number of military specifications identified: ; Number mandated: ; Number for guidance only: .

Number of performance specifications referenced: ; Number mandated: ; Number for guidance only: .

Number of military standards identified: 1 ; Number mandated: 1 ; Number for guidance only: .

Number of government, non-military standards identified: ; Number mandated: ; Number for guidance only: .

Number of non-government standards identified: 3 ; Number mandated: 3 ; Number for guidance only: .

Was the product or service description written in performance terms? yes

Was a commercial item procured? yes

Performance Specifications Study -- Phase II**Data Collection Sheet**

Contract title: **Water Resistojet Feed System**

Contract number: **F04611-98-C-0058**

Contract (document) type: **FFP, sole source**

Date: **18 August 1998**

Organization: **Air Force (AFFTC/Edwards Air Force Base)**

Contract for: X a product, a service?

Number of military specifications identified: ; Number mandated: ; Number for guidance only: .

Number of performance specifications referenced: ; Number mandated: ; Number for guidance only: .

Number of military standards identified: ; Number mandated: ; Number for guidance only: .

Number of government, non-military standards identified: ; Number mandated: ; Number for guidance only: .

Number of non-government standards identified: ; Number mandated: ; Number for guidance only: .

Was the product or service description written in performance terms? yes

Was a commercial item procured? yes